

Exhibit 1

EEO Public File Report for 2021-2022 Reporting Period
(part of the 2020-2022 two-year term)

EEO PUBLIC FILE REPORT
TOWNSQUARE MEDIA OF GRAND RAPIDS, INC
WFGR(FM), WGRD-FM, WLHT-FM, WNWZ(AM), WTRV(FM)
JUNE 1, 2021 – MAY 31, 2022
AMENDED MAY 6, 2024

Townsquare Media of Grand Rapids is committed to equal employment opportunities in staffing its five radio stations. The following report documents the specific activities that Townsquare of Grand Rapids has undertaken to comply with the Federal Communication Commission's EEO rules.

I. Section 1. Vacancy List

Job Title	Date of Hire	Public Recruitment Sources (RS) Used to Fill Vacancy	Number of Interviewees Referred by Each RS	RS that Referred the hiree
ACCOUNT EXECUTIVE (OR "MARKETING CONSULTANT") NO. 1	6/7/2021	3, 5, 6, 13, 36, 48, 49, 56, 58, 60, 61, 64, 68, 69, 73, 74, 77, 78, 79, 80, 81, 82, 84, 87	RS 49 – 1 Total: 1	49
ACCOUNT EXECUTIVE (OR "MARKETING CONSULTANT") NO. 2 & 3	4/25/2022 5/16/2022	3, 5, 6, 13, 36, 48, 49, 56, 58, 60, 61, 64, 68, 69, 73, 74, 77, 78, 79, 80, 81, 82, 87	RS 61 – 2 RS 64 – 6 RS 70 – 1 Total: 9	61, 64
BUSINESS DEVELOPMENT REPRESENTATIVE	9/7/2021	3, 5, 6, 13, 36, 48, 49, 56, 58, 60, 61, 64, 68, 69, 73, 74, 77, 78, 79, 80, 81, 82, 87	RS 70 – 5 RS 85 – 2 Total: 7	85
ON-AIR HOST NO. 1 & 2	9/27/2021 1/3/2022	49, 61, 64, 87	RS 31 – 2 Total: 2	31 (both)

II. Section 2. Recruitment Source List

Townsquare Media of Grand Rapids has worked diligently to inform the entire community of employment opportunities within our company. To that end, Townsquare Media of Grand Rapids runs on-air schedules a minimum of one time annually seeking any community organization that wishes to receive notification of job openings. Although we have run on-air solicitations inviting community organizations to be placed on the list, we have not been contacted by any new organizations during the reporting period. Listed below is the recruitment source list that was used for the reporting period.

Section 2. Recruitment Source List

RS Number	RS Information	RS Entitled to Vacancy Notification? (Yes/No)	No. of Interviews Referred by RS over 12-month period
1	American Legion Post Deborah 658 Michigan St, NE Grand Rapids, MI 49503	N	0
2	Acset 1550 Leonard St NE, Suite 1 Grand Rapids, MI 49505	N	0
3	Aquinas College (thru HANDSHAKE.COM) 1607 Robinson Rd SE Grand Rapids, MI 49506 616-459-8282 careerservices@aquinas.edu	N	0
4	Breakthrough Jackson's Office Services 1467 Kalamazoo SE Grand Rapids, MI 49507	N	0
5	Calvin University (thru HANDSHAKE.COM) 3201 Burton SE Grand Rapids, MI 49506 career@calvin.edu	N	0
6	Davenport College (thru HANDSHAKE.COM) 6191 Kraft Avenue SE, Grand Rapids, MI 49512 http://www.davenport.edu/career-services	N	0
7	Elks Lodge 1546 Linden SE Grand Rapids, MI 49507 616-247-9359	N	0
8	GRACE – Racial Justice Institute Attn: Ms. Carissa 207 E. Fulton, 4 th Floor Grand Rapids, MI 49503 616-774-2321	N	0

9	Grand Rapids First Judy Pepple 2100 – 44 th St, SW Grand Rapids, MI 49509 616-531-2100	N	0
10	Grand Rapids Foundation Kevin Harmelink 185 Oakes St SW Grand Rapids, MI 49508	N	0
11	Grand Rapids Press Classified Department 3100 Walker Ridge NW Grand Rapids, MI 49544 616-222-5555	N	0
12	Grand Rapids Times Classified Advertising 2016 Eastern SE Grand Rapids, MI 49503 616-245-8737	N	0
13	Grand Valley State University (thru HANDSHAKE.COM) 1 Campus Drive Allendale, MI 49401 616-331-5000 career@gvsu.edu	N	0
14	Grand Rapids Urban League Employment Services 745 Eastern SE Grand Rapids, MI 49506 info@grurbanleague.org	N	0
15	Hispanic Center Of Western MI Attn: Ms Daisy 730 Grandville SW Grand Rapids, MI 49503 616-233-0566	N	0
16	Kent County Social Services Attn: M.O.S.T. Unit 415 Franklin SE Grand Rapids, MI 49503 616-247-6000	N	0
17	Life Guidance Service Richard Ney 1400 Leonard NE Grand Rapids, MI 49505 616-774-0633	N	0
18	Michigan Department of Civil Rights Jorge Rivas 350 Ottawa NW Grand Rapids, MI 49503	N	0

19	NAACP 640 Eastern SE Grand Rapids, MI 49503 616-243-1300	N	0
20	Northstar Masonic Lodge #5 C/O Brown's Funeral Home P.O. Box 6522 Grand Rapids, MI 49516 616-243-1425	N	0
21	Restorers Inc. Asher Thayer 1413 Madison SE Grand Rapids, MI 49507 616-243-1984	N	0
22	Sheldon Complex Maureen Downer 121 Franklin SE Grand Rapids, MI 49507 616-336-4000	N	0
23	Women's Resource Center Sharon Newton 678 Front NW #180 Grand Rapids, MI 49504 616-458-5443	N	0
24	Woodrick Institute C/O Aquinas College Steve Robbins 1607 Robinson Rd SE Grand Rapids, MI 49506 616-459-8281 Ext 4424 careerservices@aquinas.edu	N	0
25	M-Live C/O Grand Rapids Press Classified 3100 Walker Ridge NW Grand Rapids, MI 49544 616-222-5555 Mlive.com	N	0
26	Michigan Association of Broadcasters Job Bank 819 N Michigan Ave Lansing, MI 48906 517-484-7444 www.michmab.com	N	0
27	Specs Howard School of Broadcasting 19900 W 9 Mile Rd Southfield, MI 48075 248-358-9000	N	0
28	Unity Walter Mathis 1014 Franklin SE, Suite 3215 Grand Rapids, MI 49507	N	0
29	On-air Announcements All Stations	N	0
30	Internal Station Postings	N	0

31	Word-of-Mouth/Employee Referral	N	1
32	www.allaccess.com	N	0
33	Michigan Department of Civil Rights 350 Ottawa NW Grand Rapids, MI 49503 616-356-0380	N	0
34	Institute for Healing Racism 1621 E. Fulton Grand Rapids, MI 49503 616-774-2321	N	0
35	Office for Multi-Cultural Affairs Grand Valley State University Allendale, MI 49401 616-331-5000	N	0
36	Michigan State University (thru HANDSHAKE.COM) Assistant Director of Career Development Lansing, MI 49401 616-458-6505	N	0
37	Grand Rapids Help Wanted.com	N	0
38	(formerly MI Works) Pure MI Talent Connect http://www.mitalent.org/	N	0
39	Inside Radio InsideRadio.com 800-640-8852	N	0
40	GRCC Job Placement Center 143 Bostwick NE Grand Rapids, MI 49503	N	0
41	Grand Rapids Chamber of Commerce 111 Pearl St NW Grand Rapids, MI 49503 616-771-0300	N	0
42	WGRD-FM Station Website www,wgrd.com	N	0
43	WLHT-FM Station Website www.mychannel957.com	N	0
44	WTRV-FM Station Website www.rivergrandrapids.com	N	0
45	WFGR-FM Station Website www.wfgr.com	N	0
46	WNWZ-AM/FM Station Website www.MyMagicGR.com	N	0
47	Walk-In/Unsolicited/Non-Sourced	N	0
48	Western Michigan University Kalamazoo, MI 269-387-1000 (thru HANDSHAKE.COM)	N	0
49	Townsquaremedia.com (via Greenhouse)	N	1
50	SimplyHired.com	N	0
51	Craigslist.com	N	0
52	Monster.com	N	0

53	Intercompany Transfer	N	0
54	Recruited from Competitor	N	0
55	Partners for a Racism Free Community 118 Commerce SW Suite 200 Grand Rapids, MI 49503 (616) 466-6187 http://prfc-gr.org/ staff@prfc-gr.org	N	0
56	Cornerstone University career@cornerstone.edu (thru HANDSHAKE.COM)	N	0
57	Leonard Street Counseling lindajohnson@eacares.com	N	0
58	Ferris State University (thru HANDSHAKE.COM) kcadcareerservices@ferris.edu	N	0
59	Grand Rapids Community College (thru HANDSHAKE.COM) ses@grcc.edu	N	0
60	Hope College (thru HANDSHAKE.COM) careers@hope.edu	N	0
61	Indeed.com (includes via Greenhouse) (Indeed also independently posts vacancy to Glassdoor.com)	N	2
62	SBE Jobs On Line info@sbe.org	N	0
63	Exigent Circumstances	N	0
64	LinkedIn.com (includes via Greenhouse)	N	6
65	Workbox Staffing 1350 Scribner Avenue Northwest Grand Rapids, MI 49504 616.242.9919 http://www.workboxstaffing.com	N	0
66	http://www.jobvite.com/	N	0
67	RadioPeeps – Facebook page https://www.facebook.com/groups/SparkMedia/	N	0
68	Central Michigan University (thru HANDSHAKE.COM)	N	0
69	University of Michigan (thru HANDSHAKE.COM)	N	0
70	Indeed (candidate sourced)	N	6
71	Society of Broadcast Engineers http://www.sbe.org/	N	0

72	ITT Technical Institute: https://www.itt-tech.edu/ http://careerservices.itt-tech.edu/employer/postjob.cfm	N	0
73	Michigan Technological University (thru HANDSHAKE.COM)	N	0
74	Eastern Michigan University (thru HANDSHAKE.COM)	N	0
75	RAMP (Radio and Music Pros)	N	0
76	Careerbuilder.com (via Greenhouse)	N	0
77	Northern Michigan University (thru HANDSHAKE.COM)	N	0
78	Baker College (thru HANDSHAKE.COM)	N	0
79	Madonna University (thru HANDSHAKE.COM)	N	0
80	Kalamazoo College (thru HANDSHAKE.COM)	N	0
81	Olivet University (thru HANDSHAKE.COM)	N	0
82	Northwood University (thru HANDSHAKE.COM)	N	0
83	RadioInk posting	N	0
84	DiversityJobs.com	N	0
85	LinkedIn (candidate sourced)	N	2
86	Candidate referral	N	0
87	ZipRecruiter	N	0
Total Number of Interviews over 12-month period: 18			

III. Section 3. Outreach Initiatives

Townsquare Media of Grand Rapids engages in numerous programs and activities designed to broadly disseminate information about professional opportunities in broadcasting at our stations and to reach out to the community to enable individuals to acquire the skills needed to pursue careers in broadcasting.

- 1. Participation in Events/Programs Sponsored by Educational Institutions** – Davenport University Annual Career Fair – November 11, 2021, Grand Rapids, MI -Virtual. Director of Sales represented Townsquare at the Davenport University Annual Career Fair providing opportunities for students to learn about broadcasting careers.
- 2. Participation in Events/Programs Sponsored by Educational Institutions** – Davenport University Annual Career Fair – March 17, 2022, Grand Rapids, MI -Virtual. Director of Sales represented Townsquare at the Davenport University Annual Career Fair providing opportunities for students to learn about broadcasting careers.
- 3. Participation in Events/Programs Sponsored by Educational Institutions** – Michigan Career Educator & Employer Alliance (MCEEA) Conference – June 24, 2021, Grand Rapids, MI -Virtual. Senior Account Manager represented Townsquare Media at the MCEEA Virtual Spring Conference participated in activities and workshops to connect with career services professionals and employers throughout MI.
- 4. Participation in Events/Programs Sponsored by Educational Institutions** – Kent ISD Career Readiness, Career Chats – January 27, 2022 - WLHT Morning Show host participated in the Kent ISD Career Chat mentor sessions where he talked with students in the mentor program about careers in communications & broadcasting.
- 5. Mentoring Program for Station Personnel** – Throughout the reporting period the Director of Sales participated in Townsquare's Female Leadership Mentoring Program.
- 6. Participation in Events/Programs Sponsored by Educational Institutions** – Job Shadow, December 16, 2021 – Promotions Director/Production Assistant conducted a job shadow with a student from Forest Hills Northern, demonstrating the production process for broadcast commercial creative.

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JUNE 1, 2022 – MAY 31, 2023
Amended May 6, 2024

Section 1. Vacancy List

Job Title	Date of Hire	Public Recruitment Sources (RS) Used to Fill Vacancy	Number of Interviewees Referred By Each RS	RS that Referred the Hiree
Media & Digital Sales (or “Account Executive”) No. 1 & 2	2/6/2023 4/10/2023	1, 4, 5, 31, 32	RS 4 - 3 RS 5 - 4 Total: 7	4, 5
Digital Sales Lead	1/1/2023	1, 4, 5, 32	RS 2 - 2 RS 7 - 1 RS 10 - 1 Total: 4	10
Digital Content Writer/Morning Producer WLHT	6/6/2022	1, 4, 5, 32	RS 1 - 1 Total: 1	1

Section 2. Recruitment Source List

RS Number	RS Information	RS Entitled to Vacancy Notification? (Yes/No)	No. of Interviews Referred by RS over 12-month period
1	Townsquaremedia.com (via Greenhouse)	N	1
2	Indeed.com (sourced)	N	2
3	LinkedIn (sourced)	N	0
4	Indeed.com (via Greenhouse) (Indeed also independently posts vacancy to Glassdoor.com)	N	3
5	LinkedIn.com (via Greenhouse)	N	4
6	On-air Announcements All Stations	N	0
7	Word-of-Mouth/Referral	N	1
8	Walk-In/Unsolicited	N	0
9	Intercompany Transfer	N	0
10	Recruited from Competitor	N	1
11	Aquinas College (through HANDSHAKE.COM)	N	0

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	1607 Robinson Rd SE Grand Rapids, MI 49506 616-459-8282 careerservices@aquinas.edu		
12	Calvin University (through HANDSHAKE.COM) 3201 Burton SE Grand Rapids, MI 49506 career@calvin.edu	N	0
13	Davenport College (through HANDSHAKE.COM) 6191 Kraft Avenue SE, Grand Rapids, MI 49512 http://www.davenport.edu/career-services	N	0
14	Grand Valley State University (through HANDSHAKE.COM) 1 Campus Drive Allendale, MI 49401 616-331-5000 career@gvsu.edu	N	0
15	Michigan State University (through HANDSHAKE.COM) Assistant Director of Career Development Lansing, MI 49401 616-458-6505	N	0
16	Western Michigan University Kalamazoo, MI 269-387-1000 (through HANDSHAKE.COM)	N	0
17	Cornerstone University career@cornerstone.edu (through HANDSHAKE.COM)	N	0
18	Ferris State University (through HANDSHAKE.COM) kcadcareerservices@ferris.edu	N	0
19	Grand Rapids Community College (through HANDSHAKE.COM) ses@grcc.edu	N	0
20	Hope College (through HANDSHAKE.COM) careers@hope.edu	N	0
21	Central Michigan University (through HANDSHAKE.COM)	N	0

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22	University of Michigan (through HANDSHAKE.COM)	N	0
23	Michigan Technological University (through HANDSHAKE.COM)	N	0
24	Eastern Michigan University (through HANDSHAKE.COM)	N	0
25	Northern Michigan University (through HANDSHAKE.COM)	N	0
26	Baker College (through HANDSHAKE.COM)	N	0
27	Madonna University (through HANDSHAKE.COM)	N	0
28	Kalamazoo College (through HANDSHAKE.COM)	N	0
29	Olivet University (through HANDSHAKE.COM)	N	0
30	Northwood University (through HANDSHAKE.COM)	N	0
31	Grand Rapids Chamber of Commerce 111 Pearl St NW Grand Rapids, MI 49503 616-771-0300	N	0
32	Zip Recruiter	N	0
Total Number of Interviews over 12-month period:			12

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Section 3. Outreach Initiatives

	Recruitment Initiative	Description of Initiative
1	Training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions.	Two Account Executives each participated in a four-day “Top Gun” training program (90 minutes each day, 8/23/2022 through 8/26/2022 and 9/13/2022 through 9/16/2022, one AE each session) which was designed by Townsquare to help train and advance the top 15% of Ignite sellers to the next level in their career.
2	Participation in Events/Programs Sponsored by Educational Institutions	On November 30, 2022, WLHT Morning Show host, Market President, and Director of Sales hosted three students for a job shadow, in coordination with Kent ISD, a local educational service agency. The team demonstrated how the morning show was run and spoke with the students about radio sales and other industry topics.
3	Participation in Events/Programs Sponsored by Educational Institutions	On March 17, 2023, Senior Account Executive, WGRD Program Director/PM Host, and WFGR PM Host conducted an in-studio tour and shadow session to the students of Grand Rapids Community College Advanced Audio class. The tour provided opportunities for students to learn about broadcasting careers.
4	Participation in Events/Programs Sponsored by Educational Institutions	On April 27, 2023, WLHT Morning Show Producer/Promotions Director created a podcast with the students from NexGen Media Grand Rapids. The WLHT member conducted an in-studio Q&A where she talked with students in the program about careers in communications & broadcasting fields.

Exhibit 3

Documentation of Recruitment for Vacancies

Marketing Consultant

Townsquare Media is one of the fastest growing Digital Marketing Solutions companies in America. Come play in the \$230 Billion dollar marketplace located right here in Grand Rapids and work with huge brands like XXL, Free Beer and Hot Wings, Taste of Country and PopCrush. Help build client solutions with real, LOCAL influencers and sell brands like Tik Tok, Instagram, Snapchat, Spotify, YouTube and Facebook.

If consulting and game changing the course of the infinite pool of small and medium sized businesses is appealing to you, let's have a conversation about joining our team. We offer an attractive compensation package with a base salary, UNLIMITED commissions, mobile phone and auto package, world class training and plenty of room for career growth.

Townsquare Media is a team of driven individuals who push ourselves and those around us to grow personally and professionally. Our platform connects the local consumer to small and medium sized businesses. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

What the role will look like?

- Determine strategy for identifying, connecting and closing new opportunities in the Grand Rapids market using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you will act as a Townsquare Media Ambassador offering first in class client service, research and market analysis, positively impacting small and medium sized businesses and the Grand Rapids community.
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

Qualifications:

- Proven track record of meeting and exceeding goals
- Ability to operate in a dynamic, fast-paced environment
- Knowledge and passion for digital marketing, influencers, trends and social media
- Ability to present and communicate great ideas
- Experience selling or working with digital and or multimedia advertising solutions
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

Benefits:

- Competitive compensation package with uncapped earning potential

- Tech package for laptop and cell phone
- Monthly car allowance
- 4-week long sales training program
- 3 weeks of PTO + 9 paid holidays
- Medical, Dental, Vision and Pet Insurance
- 401(K) Retirement Plan
- Casual, high-energy work environment
- Unlimited growth opportunities!

About Us

Townsquare is a community-focused digital media, digital marketing solutions, and radio company focused outside the Top 50 markets in the U.S. Our assets include **Townsquare Interactive**, a digital marketing services subscription business providing websites, search engine optimization, social platforms, and online reputation management for approximately 21,900 SMBs; **Townsquare IGNITE**, a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 322 local terrestrial radio stations in 67 cities with corresponding local news and entertainment websites and apps including legendary brands such as **WYRK.com**, **WJON.com**, and **NJ101.5.com**, along with a network of national music brands including **XXLmag.com**, **TasteofCountry.com**, **UltimateClassicRock.com**, and **Loudwire.com**.

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

Townsquare Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Townsquare Media complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Townsquare Media expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Townsquare Media's employees to perform their job duties may result in discipline up to and including discharge.

#LI-FH1

Greenhouse report for Account Executive/Marketing Consultant vacancy filled 6/7/2021.

Last Name	First Name	Applied For	Source	Application Date
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/03/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/04/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/04/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/05/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/20/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/25/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	01/26/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	02/11/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	02/26/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	04/10/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	04/13/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	04/16/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	05/05/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	05/17/2021
		Account Executive - Grand Rapids	Applied through your website's jobs page	05/19/2021
		Account Executive - Grand Rapids	Candidate Referral	03/29/2021
		Account Executive - Grand Rapids	Diversity Jobs	01/28/2021
		Account Executive - Grand Rapids	Indeed Sourced	02/01/2021
		Account Executive - Grand Rapids	Indeed Sourced	02/22/2021
		Account Executive - Grand Rapids	Indeed Sourced	02/25/2021
		Account Executive - Grand Rapids	Indeed Sourced	03/18/2021
		Account Executive - Grand Rapids	Indeed Sourced	04/15/2021
		Account Executive - Grand Rapids	Indeed Sourced	04/20/2021
		Account Executive - Grand Rapids	Indeed Sourced	04/21/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	01/12/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	01/13/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	01/14/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	01/14/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	02/16/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	02/25/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	02/26/2021
		Account Executive - Grand Rapids	Linkedin (Ad Posting)	04/27/2021
		Account Executive - Grand Rapids	Responded to an ad on Glassdoor	01/12/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/14/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/20/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/22/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/22/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/22/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/22/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/23/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/24/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	01/25/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	02/20/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	02/21/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	03/25/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	03/26/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	03/31/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/06/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/21/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/22/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/23/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/27/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/27/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/11/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	06/02/2021

Account Executive - Grand Rapids

Grand Rapids, MI
Job Status: Closed

< Back

Job setup

Overview

Job Info

Job Kickoff

Job Posts

Forms

Scorecard

Interview Plan

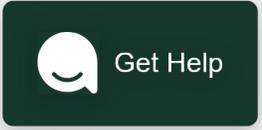
Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed



Edit your job post

Post details

Job name *

Post to *

Townsquare Media

Location *

This location will be visible to candidates on the job post.

Pay transparency rules * ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

This selection will not be visible to candidates on the job post.

Application language

English

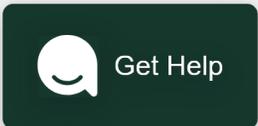


Custom description ?



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups



Basic application information

Personal information

Hide

Optional

Required



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Resume	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Education	Hide	Optional	Required
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>



Custom application questions

LinkedIn Profile	 
Website	 
How did you hear about this job? (Required)	 
Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	 
If yes, please, explain:	 
Have you ever been disciplined or fired from a job? (Required)	 
If yes, please, explain:	 
Have you ever been employed by our company or predecessor? (Required)	 
If so, please, provide dates and position:	 
Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	 
If yes, please, explain:	 
Provide a copy of such agreement:	 



Are you related to any current employee of Townsquare Media? (Required)



If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



Add custom question

Copy from another job

Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

Default

Customize

Include EEOC questions

Collect demographic data about gender, race, veteran, and disability status to meet EEOC compliance and reporting requirements for U.S federal contractors. The language and format of these questions can't be changed.



Get Help

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Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

Location

Grand Rapids, MI, United States

- Remote *i*

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Account Executive: Media and Digital Sales Executive – Grand Rapids, MI



← Jobs (/emp/jobs)

Account Executive: Media and Digital Sales Executive – Grand Rapids, MI

Job #4829212 • Created 5/17/2021

• Closed 5/31/2022

n=7011Q000001PN6XQAW&utm_term=enterprise_features&utm_content=paid_feature_discovery)



[Overview \(/emp/jobs/4829212\)](/emp/jobs/4829212)

[Schools \(/emp/jobs/4829212/schools\)](/emp/jobs/4829212/schools)

[Matches \(/emp/jobs/4829212/match\)](/emp/jobs/4829212/match)



Basic information

Job description

Account Executive- Grand Rapids, MI

at Townsquare Media - Grand Rapids, MI

Media and Digital Sales Executive

*****This position requires you to work out of the Grand Rapids office*****

Townsquare Media is looking for a dynamic sales executive to join our media and digital advertising team! You will be selling local advertising for our innovative stations & all of its platforms, plus programmatic digital advertising and website platforms that include development, SEO and mobilization of sites.

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk to you!

Responsibilities

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.
- Create new relationships with local and regional businesses in our area.
- Work with local and corporate marketing teams to develop campaign support materials.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets.

Account Executive: Media and Digital Sales Executive – Grand Rapids, MI

- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

Qualifications

- Goal oriented, a strong work ethic and a strong desire to learn.
- Previous sales experience. A history of success with customers and a proven ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

APPLICATIONS

Detailed resume, cover letter, recent references, and salary requirements to Account Executive Position, Townsquare Media, 37 Ottawa NW - Suite 500, Grand Rapids, MI 49503.

CONTACT: _____ **or**
@townsquaremedia.com

About Us

Townsquare is a community-focused digital media, digital marketing solutions and radio company focused outside the Top 50 markets in the U.S. Our assets include **Townsquare Interactive** (<http://townsquareinteractive.com/>), a digital marketing services subscription business providing web sites, search engine optimization, social platforms and online reputation management for approximately 21,900 SMBs; **Townsquare IGNITE** (<http://www.townsquareignite.com/>), a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 322 local terrestrial radio stations in 67 cities with corresponding local news and entertainment websites and apps including legendary brands such as **WYRK.com**

(<https://wyrk.com/>), **WJON.com** (<https://wjon.com/>), and **NJ101.5.com** (<https://nj1015.com/>), along with a network of national music brands including **XXLMag.com** (<https://www.xxlmag.com/>), **TasteofCountry.com** (<https://tasteofcountry.com/>), **UltimateClassicRock.com** (<https://ultimateclassicrock.com/>) and **Loudwire.com** (<https://loudwire.com/>).

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

Townsquare Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Townsquare Media complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training. Townsquare Media expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Townsquare Media's employees to perform their job duties may result in discipline up to and including discharge.

EQUAL EMPLOYMENT OPPORTUNITY POLICY:

Townsquare Media is an equal opportunity employer

Current Townsquare Media Broadcasting Employee Qualification Statement:

Position details

Job title

Account Executive: Media and Digital Sales Executive – Grand Rapids, MI

Position type

Job

Work-Study program

No

Location requirements

Location type

Onsite

Onsite location

Grand Rapids, Michigan, United States
Account Executive, Media and Digital Sales Executive – Grand Rapids, MI

Time requirements

Schedule

Full time

Employment duration

Permanent

Compensation and benefits

Expected pay

--

Additional compensation

--

Benefits

--

Perks

--

Additional benefits

--

Categorize your job

Job role groups

Advertising Sales Agents

Candidate qualifications

Skills

--

Work authorization

Account Executive, Media and Digital Sales Executive – Grand Rapids, MI

School year

Alumni

Latest graduation date

--

Major groups

Marketing Sales Communication & Media Studies Journalism

Advertising Digital Communication Public Relations

Radio, Television, Media

Minimum GPA

--

Application process

Application open date

5/17/2021 2:00 PM -04:00

Application close date

5/31/2022 11:55 PM -04:00

How will candidates submit applications?

On Handshake

Additional required documents on Handshake

Cover letter, Resume

Your hiring team

Company division

Sales

Job owner

Hiring team members

Labels

Add label

Create new label

Notes

2 notes from 5/19/21 - 5/19/21

[View and add notes](#)

On Campus Interviews

You have no on-campus interviews scheduled for this job.

Attachments

No attachments yet

[Edit attachments](/emp/jobs/4829212/attachments) (/emp/jobs/4829212/attachments)

← Jobs (/emp/jobs)

Account Executive: Media and Digital Sales Executive - Grand Rapids, MI

Job #4829212 • Created 5/17/2021

• Closed 5/31/2022

[n=7011Q000001PN6XQAW&utm_term=enterprise_features&utm_content=paid_feature_discovery](#) ...

[Overview \(/emp/jobs/4829212\)](#)

[Schools \(/emp/jobs/4829212/schools\)](#)

[Matches \(/emp/jobs/4829212/match](#)

Requested schools

These are schools where your job has been sent.

Closed (19)

School	Status	Applications	Comments	
Aquinas College	Closed	0	0	
Baker College	Closed	0	0	
Calvin University	Closed	0	0	
Central Michigan University	Closed	1	0	
Cornerstone University	Closed	0	0	
Davenport University	Closed	2	0	
Eastern Michigan University	Closed	0	0	

Ferris State University and KCAD	Closed	1	0	
Grand Valley State University	Closed	6	2	
Hope College	Closed	1	0	

← Jobs (/emp/jobs)

Account Executive: Media and Digital Sales Executive - Grand Rapids, MI

Job #4829212 • Created 5/17/2021

• Closed 5/31/2022

n=7011Q000001PN6XQAW&utm_term=enterprise_features&utm_content=paid_feature_discovery)

...

Overview (/emp/jobs/4829212)

Schools (/emp/jobs/4829212/schools)

Matches (/emp/jobs/4829212/match

Requested schools

These are schools where your job has been sent.

Search for a school

Closed (19)

School	Status	Applications	Comments	
Kalamazoo College	Closed	1	0	
Madonna University	Closed	0	0	
Michigan State University	Closed	1	0	
Michigan Technological University	Closed	0	0	
Northern Michigan University	Closed	0	0	
Northwood University	Closed	1	0	
The University of Michigan	Closed	0	0	

The University of Olivet

Closed

0

0



Western Michigan University

Closed

0

0



2 / 2



Marketing Consultant

Townsquare Media is one of the fastest growing Digital Marketing Solutions companies in America. Come play in the \$230 Billion dollar marketplace located right here in Grand Rapids and work with huge brands like XXL, Free Beer and Hot Wings, Taste of Country and PopCrush. Help build client solutions with real, LOCAL influencers and sell brands like Tik Tok, Instagram, Snapchat, Spotify, YouTube and Facebook.

If consulting and game changing the course of the infinite pool of small and medium sized businesses is appealing to you, let's have a conversation about joining our team. We offer an attractive compensation package with a base salary, UNLIMITED commissions, mobile phone and auto package, world class training and plenty of room for career growth.

Townsquare Media is a team of driven individuals who push ourselves and those around us to grow personally and professionally. Our platform connects the local consumer to small and medium sized businesses. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

What the role will look like?

- Determine strategy for identifying, connecting and closing new opportunities in the Grand Rapids market using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you will act as a Townsquare Media Ambassador offering first in class client service, research and market analysis, positively impacting small and medium sized businesses and the Grand Rapids community.
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

Qualifications:

- Proven track record of meeting and exceeding goals
- Ability to operate in a dynamic, fast-paced environment
- Knowledge and passion for digital marketing, influencers, trends and social media
- Ability to present and communicate great ideas
- Experience selling or working with digital and or multimedia advertising solutions
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

Benefits:

- Competitive compensation package with uncapped earning potential

- Tech package for laptop and cell phone
- Monthly car allowance
- 4-week long sales training program
- 3 weeks of PTO + 9 paid holidays
- Medical, Dental, Vision and Pet Insurance
- 401(K) Retirement Plan
- Casual, high-energy work environment
- Unlimited growth opportunities!

About Us

Townsquare is a community-focused digital media, digital marketing solutions, and radio company focused outside the Top 50 markets in the U.S. Our assets include **Townsquare Interactive**, a digital marketing services subscription business providing websites, search engine optimization, social platforms, and online reputation management for approximately 21,900 SMBs; **Townsquare IGNITE**, a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 322 local terrestrial radio stations in 67 cities with corresponding local news and entertainment websites and apps including legendary brands such as **WYRK.com**, **WJON.com**, and **NJ101.5.com**, along with a network of national music brands including **XXLmag.com**, **TasteofCountry.com**, **UltimateClassicRock.com**, and **Loudwire.com**.

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#LI-FH1

Last Name	First Name	Applied For	Source	Application Date
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/20/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/21/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/26/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/26/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/27/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/28/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/28/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	04/30/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/02/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/03/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/04/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/04/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/05/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/05/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	05/05/2022
		Account Executive - Grand Rapids	Responded to an ad on Indeed	12/13/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	12/14/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	12/15/2021
		Account Executive - Grand Rapids	Responded to an ad on Indeed	12/20/2021

Account Executive - Grand Rapids

Grand Rapids, MI
Job Status: Closed

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Job setup

Overview

Job Info

Job Kickoff

Job Posts

Forms

Scorecard

Interview Plan

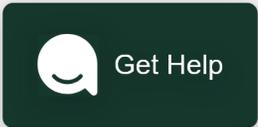
Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed



Edit your job post

Post details

Job name *

Post to *

Townsquare Media

Location *

This location will be visible to candidates on the job post.

Pay transparency rules * ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

This selection will not be visible to candidates on the job post.

Application language

English

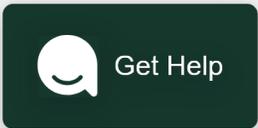


Custom description ?



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups



Basic application information

Personal information

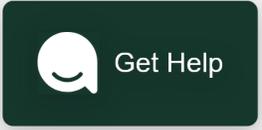
Hide

Optional

Required



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Resume	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Education	Hide	Optional	Required
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>



Custom application questions

LinkedIn Profile	 
Website	 
How did you hear about this job? (Required)	 
Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	 
If yes, please, explain:	 
Have you ever been disciplined or fired from a job? (Required)	 
If yes, please, explain:	 
Have you ever been employed by our company or predecessor? (Required)	 
If so, please, provide dates and position:	 
Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	 
If yes, please, explain:	 
Provide a copy of such agreement:	 



Are you related to any current employee of Townsquare Media? (Required)



If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



Add custom question

Copy from another job

Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

- Default
- Customize

Include EEOC questions

Collect demographic data about gender, race, veteran, and disability status to meet EEOC compliance and reporting requirements for U.S federal contractors. The language and format of these questions can't be changed.



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Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

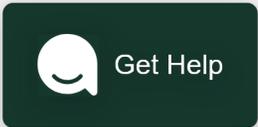
Location

- Remote *i*

[← Back](#)

[Preview](#)

[Save](#)



Business Development Lead

Townsquare Media is seeking an experienced Business Development Specialist, with a true “hunter” mentality to bring our full suite of cross-platform Digital Media Solutions to market. This frontline seller will be responsible for building out new revenue channels for both agencies and direct clients. We’re looking for an expert with proven success at selling Advanced Audience Targeting and Extended Reach Digital solutions as well as superior knowledge of new/emerging digital advertising technologies and techniques. The ideal candidate has an entrepreneurial spirit, works with a sense of urgency, and thrives in an early stage, market development phase. The Business Development Specialist will be a key contributor to defining sales strategy, offering, programming, packaging, and collateral for Ignite’s customers and prospects.

Responsibilities

- Produce a stream of predictable self-generated monthly bookings, revenue, and profits
- Work in conjunction with Sales Management, Digital Campaign Managers, and Customer Success to:
 - Be involved in active campaigns
 - Conduct thorough Discovery Meetings, and communicate client expectations and Desired Business Results before and during the campaign
- Exceed Minimum Performance Standards (MPS) as outlined with this letter, which includes achieving solo and assist revenue goals
- Ensure customer success/satisfaction and retention
- Manage account receivables on all contracts

Qualifications

- Minimum of 1 year of sales experience as an individual contributor in a sales (hunter) role
- Digital Sales background (i.e. mobile, video, display, social, email, and paid search) is a plus
- Proven experience selling Advanced Audience Targeting, Extended Reach, Programmatic offerings, and/or SEM is a plus
- Consultative/Solutions selling experience vs. a single Product selling background
- Proven track record in meeting/exceeding monthly, quarterly and annual revenue goals
- Consistent performer and responder to daily, weekly, and monthly Sales KPIs
- Demonstrable experience at new market and revenue development
- Previous Radio, Events, and Sponsorship sales experience is a PLUS
- Deep contacts with Regional Agencies and Direct Clients with a focus on Healthcare Services, Retail, Travel/Tourism, Automotive, Energy and Government
- Independent, Entrepreneurial, comfortable in a fast pace, early-stage environment
- Detail-oriented, someone who rolls up their sleeves and gets the job done
- Intellectual curiosity to surface insights & implications and use this knowledge to think creatively about how to advance TSQ Ignite Digital Solutions

- Exceptional communication skills with the ability to articulate compelling value propositions for TSQ Ignite’s Digital Solutions
- Excellent verbal and written communication skills
- Superior knowledge of new/emerging digital advertising technologies and techniques
- Entrepreneurial spirit, a self-starter, who works with urgency and passion

Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop

Why Townsquare Ignite?

Townsquare Ignite is a division of Townsquare Media—the third-largest broadcasting company in the country. We help business owners reach their ideal customers with a combination of programmatic advertising, search engine marketing, and more.

Townsquare Ignite offers an effective and efficient advertising solution that utilizes sophisticated, precise, in-house audience targeting solutions. Those solutions enable us to identify and reach hyper-targeted online audiences across desktop, mobile, apps, connected TV, email, paid search, and social media platforms via display advertising, video, and native content. If our name sounds familiar, you may have heard of our parent company Townsquare Media. They own over 300 radio stations nationwide, including Grand Rapids favorites like 100.5 The River, Magic 104.9, 98.7 WFGR, and more.

Why You’ll Love Working at Townsquare Ignite

We are a team of driven individuals who push ourselves and those around us to develop personally and professionally. You can expect a dynamic and competitive work environment. To foster your success, you’ll take part in a comprehensive training program, surrounded by a positive and supportive culture that encourages everyone to develop themselves and others. We’ve had countless internal promotions, and our goal is to continue the rapid growth of our company. Whatever your professional goals, you’ll have the opportunity to make steps toward your target and take your career to new heights!

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#LI-KB1

Greenhouse report for Business Development Representative/Lead vacancy filled 9/7/2021.

Last Name	First Name	Applied For	Source	Application Date
		Business Development Representative	Applied through your website's jobs page	05/19/2021
		Business Development Representative	Applied through your website's jobs page	07/17/2021
		Business Development Representative	Employee Referral	05/26/2021
		Business Development Representative	Indeed Sourced	05/28/2021
		Business Development Representative	Indeed Sourced	07/29/2021
		Business Development Representative	Indeed Sourced	06/25/2021
		Business Development Representative	Indeed Sourced	06/28/2021
		Business Development Representative	Indeed Sourced	07/14/2021
		Business Development Representative	Indeed Sourced	06/28/2021
		Business Development Representative	Indeed Sourced	05/20/2021
		Business Development Representative	Indeed Sourced	05/25/2021
		Business Development Representative	Indeed Sourced	05/12/2021
		Business Development Representative	Indeed Sourced	05/03/2021
		Business Development Representative	LinkedIn Sourced	07/29/2021
		Business Development Representative	LinkedIn Sourced	04/16/2021
		Business Development Representative	LinkedIn Sourced	07/27/2021
		Business Development Representative	Responded to an ad on Indeed	08/04/2021
		Business Development Representative	Responded to an ad on Indeed	06/12/2021
		Business Development Representative	Responded to an ad on Indeed	04/30/2021
		Business Development Representative	Responded to an ad on Indeed	07/27/2021
		Business Development Representative	Responded to an ad on Indeed	08/16/2021
		Business Development Representative	Responded to an ad on Indeed	07/07/2021
		Business Development Representative	Responded to an ad on Indeed	06/28/2021
		Business Development Representative	Responded to an ad on Indeed	06/21/2021
		Business Development Representative	Responded to an ad on Indeed	06/19/2021
		Business Development Representative	Responded to an ad on Indeed	06/19/2021
		Business Development Representative	Responded to an ad on Indeed	06/18/2021
		Business Development Representative	Responded to an ad on Indeed	05/20/2021
		Business Development Representative	Responded to an ad on Indeed	06/10/2021
		Business Development Representative	Responded to an ad on Indeed	05/18/2021
		Business Development Representative	Responded to an ad on Indeed	05/05/2021
		Business Development Representative	Responded to an ad on Indeed	05/02/2021
		Business Development Representative	Responded to an ad on Indeed	03/09/2021
		Business Development Representative		03/30/2021

Business Development Representative

Grand Rapids, MI
Job Status: Closed

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Job setup

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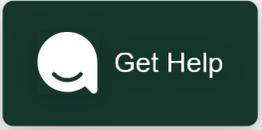
Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed



Edit your job post

Post details

Job name *

Post to *

Townsquare Ignite

Location *

This location will be visible to candidates on the job post.

Pay transparency rules * ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

This selection will not be visible to candidates on the job post.

Application language

English

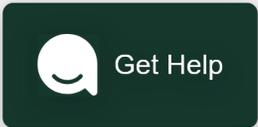


Custom description ?



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups



Basic application information

Personal information

Hide

Optional

Required



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Resume	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Education	Hide	Optional	Required
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>



Custom application questions

LinkedIn Profile  

Website  

Add custom question

Copy from another job

Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

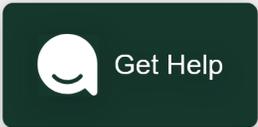
Default

Customize

Include EEOC questions

Collect demographic data about gender, race, veteran, and disability status to meet EEOC compliance and reporting requirements for U.S federal contractors. The language and format of these questions can't be changed.

Include 'Apply with SEEK' button



Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

Location

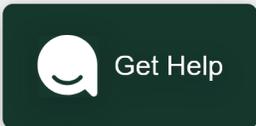
Grand Rapids, MI, United States

- Remote *i*

[← Back](#)

[Preview](#)

[Save](#)



Recently Viewed

Business Development Lead - Grand Rapids, MI



← [Jobs \(/emp/jobs\)](#)

Business Development Lead - Grand Rapids, MI

Job #4829516 • Created 5/17/2021

• **Closed 12/31/2021**

[n=7011Q000001PN6XQAW&utm_term=enterprise_features&utm_content=paid_feature_discovery](#) ...

[Overview \(/emp/jobs/4829516\)](#)

[Schools \(/emp/jobs/4829516/schools\)](#)

[Matches \(/emp/jobs/4829516/match](#)

Basic information

Job description

Business Development Lead

at Townsquare Media - Grand Rapids, MI

Business Development Lead

Townsquare Media is seeking an experienced Business Development Specialist, with a true “hunter” mentality to bring our full suite of cross - platform Digital Media Solutions to market. This frontline seller will be responsible for building out new revenue channels to both agencies and direct clients. We’re looking for an expert with proven success at selling Advanced Audience Targeting and Extended Reach Digital solutions as well as superior knowledge of new/emerging digital advertising technologies and techniques. The ideal candidate has an entrepreneurial spirit, who works with a sense of urgency, and thrives in an early stage, market development phase. The Business Development Specialist will be a key contributor to defining sales strategy, offering, programming, packaging and collateral for Ignite’s customers and prospects.

Responsibilities

- Produce a stream of predictable self-generated monthly bookings, revenue and profits
- Work in conjunction with Sales Management, Digital Campaign Managers, and Customer Success to:
- Be involved in active campaigns
- Conduct thorough Discovery Meetings, and communicate client expectations and Desired Business Results prior to and during the campaign
- Exceed Minimum Performance Standards (MPS) as outlined with this letter, which include achieving solo and assist revenue goals
- Ensure customer success/satisfaction and retention
- Manage account receivables on all contracts

Qualifications

Business Development Lead - Grand Rapids, MI

- Minimum of 1 year of sales experience as an individual contributor in a sales (hunter) role
- Digital Sales background (i.e. mobile, video, display, social, email and paid search) is a plus
- Proven experience selling Advanced Audience Targeting, Extended Reach, Programmatic offerings and/or SEM is a plus
- Consultative/Solutions selling experience vs. a single Product selling background
- Proven track record in meeting/exceeding monthly, quarterly and annual revenue goals
- Consistent performer and responder to daily, weekly and monthly Sales KPIs
- Demonstrable experience at new market and revenue development
- Previous Radio, Events and Sponsorship sales experience is a PLUS
- Deep contacts with Regional Agencies and Direct Clients with a focus on Healthcare Services, Retail, Travel/Tourism, Automotive, Energy and Government
- Independent, Entrepreneurial, comfortable in a fast pace, early stage environment
- Detail-oriented, someone who rolls up their sleeves and gets the job done
- Intellectual curiosity to surface insights & implications and use this knowledge to think creatively about how to advance TSQ Ignite Digital Solutions
- Exceptional communication skills with the ability to clearly articulate compelling value propositions for TSQ Ignite's Digital Solutions
- Excellent verbal and written communication skills
- Superior knowledge of new/emerging digital advertising technologies and techniques
- entrepreneurial spirit, a self-starter, who works with urgency and passion

Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop

Why Townsquare Ignite?

Townsquare Ignite is a division of Townsquare Media—the third-largest broadcasting company in the country. We help business owners reach their ideal customers with a combination of programmatic advertising, search engine marketing and more. Townsquare Ignite offers an effective and efficient advertising solution that utilizes sophisticated, precise, in-house audience targeting solutions. Those solutions enable us to identify and reach hyper-targeted online audiences across desktop, mobile, apps, connected TV, email, paid search and social media platforms via display advertising, video and native content. If our name sounds familiar, you may have heard of our parent company Townsquare Media. They own over 300 radio stations nationwide, including Shreveport favorites like Kiss Country 93.7, 96.5 KVKI, K94.5, 1130 The Tiger and more.

Why You'll Love Working at Townsquare Ignite

We are a team of driven individuals who push ourselves and those around us to develop personally and professionally. You can expect a dynamic and competitive work environment. To foster your success, you'll take part in a comprehensive training program, surrounded by a positive and supportive culture that encourages everyone to develop themselves and others. We've had countless internal promotions, and our goal

is to continue the rapid growth of our company. Whatever your professional goals, you'll have the opportunity to make steps toward your target and take your career to new heights!

Business Development Lead - Grand Rapids, MI

Our employees' safety and health are our priorities, so we're working remotely for now. Though our office is open to a limited number of voluntary workers, all interviews and new-hire onboarding are currently virtual.

APPLICATIONS

Detailed resume, cover letter, recent references, and salary requirements to Account Executive Position, Townsquare Media, 37 Ottawa NW - Suite 500, Grand Rapids, MI 49503.

CONTACT: _____ **or**
_____ **@townsquaremedia.com**

About Us

Townsquare is a community-focused digital media, digital marketing solutions and radio company focused outside the Top 50 markets in the U.S. Our assets include **Townsquare Interactive** (<http://townsquareinteractive.com/>), a digital marketing services subscription business providing web sites, search engine optimization, social platforms and online reputation management for approximately 21,900 SMBs; **Townsquare IGNITE** (<http://www.townsquareignite.com/>), a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 322 local terrestrial radio stations in 67 cities with corresponding local news and entertainment websites and apps including legendary brands such as **WYRK.com** (<https://wyrk.com/>), **WJON.com** (<https://wjon.com/>), and **NJ101.5.com** (<https://nj1015.com/>), along with a network of national music brands including **XXLmag.com** (<https://www.xxlmag.com/>), **TasteofCountry.com** (<https://tasteofcountry.com/>), **UltimateClassicRock.com** (<https://ultimateclassicrock.com/>) and **Loudwire.com** (<https://loudwire.com/>).

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

Townsquare Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Townsquare Media complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Townsquare Media expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression,

Position details

Job title

Business Development Lead - Grand Rapids, MI

Position type

Business Development Lead - Grand Rapids, MI

Work-Study program

No

Location requirements

Location type

Onsite

Onsite location

37 Ottawa Avenue Northwest, Grand Rapids, Michigan 49503, United States

Time requirements

Schedule

Full time

Employment duration

Permanent

Compensation and benefits

Expected pay

--

Additional compensation

--

Benefits

--

Perks

--

Additional benefits

--

Business Development Lead - Grand Rapids, MI

Categorize your job

Job role groups

Advertising Sales Agents

Candidate qualifications

Skills

--

Work authorization

This job requires US work authorization.

School year

Alumni

Latest graduation date

--

Major groups

Marketing Sales Communication & Media Studies Consulting

Advertising Digital Communication Public Relations

Radio, Television, Media

Minimum GPA

--

Application process

Application open date

5/17/2021 3:00 PM -04:00

Application close date

12/31/2021 12:00 AM -05:00

Number of hires

1

How will candidates submit applications?

Business Development Lead - Grand Rapids, MI

On Handshake
Additional required documents on Handshake

Cover letter, Resume

Your hiring team

Company division

Sales

Job owner

Hiring team members

Labels

Add label

Create new label

Notes

View and add notes

On Campus Interviews

You have no on-campus interviews scheduled for this job.

Attachments

No attachments yet

[Edit attachments](/emp/jobs/4829516/attachments)

← Jobs (/emp/jobs)

Business Development Lead - Grand Rapids, MI

Job #4829516 • Created 5/17/2021

• Closed 12/31/2021

[n=7011Q000001PN6XQAW&utm_term=enterprise_features&utm_content=paid_feature_discovery](#) ...

[Overview \(/emp/jobs/4829516\)](#)

[Schools \(/emp/jobs/4829516/schools\)](#)

[Matches \(/emp/jobs/4829516/match](#)

Requested schools

These are schools where your job has been sent.

Closed (19)

School	Status	Applications	Comments	
Aquinas College	Closed	0	0	
Baker College	Closed	0	0	
Calvin University	Closed	0	0	
Central Michigan University	Closed	1	0	
Cornerstone University	Closed	0	0	
Davenport University	Closed	0	0	
Eastern Michigan University	Closed	0	0	

Ferris State University and KCAD	Closed	0	0	
Grand Valley State University	Closed	0	0	
Hope College	Closed	0	0	

← Jobs (/emp/jobs)

Business Development Lead - Grand Rapids, MI

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Schools (/emp/jobs/4829516/schools)

Matches (/emp/jobs/4829516/match

Requested schools

These are schools where your job has been sent.

Closed (19)

School	Status	Applications	Comments	
Kalamazoo College	Closed	0	0	
Madonna University	Closed	0	0	
Michigan State University	Closed	0	0	
Michigan Technological University	Closed	0	0	
Northern Michigan University	Closed	0	0	
Northwood University	Closed	0	0	
The University of Michigan	Closed	0	0	

The University of Olivet

Closed

0

0



Western Michigan University

Closed

0

0



2 / 2



Radio Host/ Digital Content Writer

Rare opening in Grand Rapids for a Content Creator & Morning Show Co-Host at Mix 95.7

Townsquare Media has an open opportunity to host the Mix 95.7. Along with great on-air skills, we're looking for a strong content creator and someone to be the champion of the station on the streets - you must be a 360 talent to propel the brand to new heights.

Townsquare is a digital-first company, built in tandem with great radio brands that emphasize great local content and community involvement. You must be excited to embrace and prioritize the digital world alongside the terrestrial and be ready to learn and grow with a world-class team.

Applicants must be social media savvy, regularly contribute great local content to the station's website, mobile app, and all social platforms. Digital is not an afterthought here, it is part of our DNA - and what sets us apart.

The successful candidate must be able to connect and engage with the station's target audience on all platforms. You're ready to put down roots, build community relationships and become a part of the Treasure Valley - at a driven and inventive company that strongly values our most important asset - our people. We're in it for the long haul, and we're looking for someone that's ready to build and be part of that future.

Responsibilities

- Host daily shows Monday-Friday.
- Spend time each day doing daily show prep.
- Entertains and informs the listener audience both on the air, via digital content, and social media outlets.
- Publish a minimum of 2 original local articles per day on the station website and mobile app.
- Write assigned Facebook posts along with other social media platforms.
- Conducts on-air interviews, attends and assists in all market cluster live events, and produces commercials on a daily basis.
- Conducts Live Remotes and appearances and assist in special promotions and programming activities.

Qualifications

- History of original written digital content
- Knowledge of basic FCC rules and regulations.
- Must have superior knowledge of current events and CHR/Hot AC
- Ability to interact with management and staff at all levels, multi-task, and handle pressures and deadlines.
- Skill in operation of control board, remote broadcasting, and other related production equipment.

- Quickly become proficient in NexGen and Adobe Audition.
- Computer literacy in applicable programs and excellent verbal communication skills.
- Public speaking skills and ability to interact with listeners and clients in a public setting.
- Problem-solving ability and skill in prioritizing.

Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Competitive salary + bonus program
- Company discounts
- Pet Insurance
- Time off for volunteering

About Us

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employees to perform their job duties may result in discipline up to and including discharge.

Greenhouse report for On-Air Host vacancies filled 9/27/2021 and 1/3/2022.

Last Name	First Name	Applied For	Source	Application Date
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	10/12/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	10/04/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	11/02/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	10/28/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	09/28/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	12/03/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	09/24/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	11/26/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	12/01/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	10/29/2021
		Radio Host/ Digital Content Writer- WLHT	Applied through your website's jobs page	10/25/2021
		Radio Host/ Digital Content Writer- WLHT	Employee Referral	10/07/2021
		Radio Host/ Digital Content Writer- WLHT	Employee Referral	9/24/2021
		Radio Host/ Digital Content Writer- WLHT	Internal Transfer	10/18/2021
		Radio Host/ Digital Content Writer- WLHT	Internal Transfer	11/04/2021
		Radio Host/ Digital Content Writer- WLHT	Internal Transfer	10/18/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	12/07/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	09/24/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	09/29/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	10/14/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	12/13/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	10/28/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	09/30/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	10/26/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	10/11/2021
		Radio Host/ Digital Content Writer- WLHT	Linkedin (Ad Posting)	09/25/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	12/06/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/25/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	09/26/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/29/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/28/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/17/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/14/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/05/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	11/02/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	10/13/2021
		Radio Host/ Digital Content Writer- WLHT	Responded to an ad on Indeed	09/26/2021